



www.firstnet.gov

FirstNet[®]



FirstNet Analyst Webinar

May 2, 2016

The FirstNet Network



- Provide nationwide coverage, including rural and remote areas
- Address public safety requirements
 - Interoperability, Priority, Reliability, Security
- Drive innovative solutions, applications for public safety



What is FirstNet?



■ Mission

- Based on 9/11 Commission Report recommendations, FirstNet will ensure the building, deployment, and operation of the nationwide public safety broadband network

■ Organization

- FirstNet is an independent authority authorized by Congress

■ Funding and Assets

- FirstNet will spend up to \$7B to deploy a nationwide public safety mobile broadband network
- FirstNet brings 20 MHz of Band 14 spectrum to enable a Public-Private Partnership
- FirstNet is authorized to charge fees, including user fees, core fees and infrastructure fees

■ Governance

- 15 member Board, CEO, President and management team
- Consultation with the 50 states, 5 territories, and Washington, D. C.
- Advised by Public Safety Advisory Committee (PSAC), a 42-member committee consisting of public safety associations, advisory groups, state and local government associations, and other industry groups.

The FirstNet Opportunity



In the United States, the number of mobile-connected devices will grow at a compound annual growth rate of **22%** from 2014 to 2019. (Cisco Systems)



In the United States, mobile data traffic will grow 7-fold from 2014 to 2019, a compound annual growth rate of **47%**. (Cisco Systems)



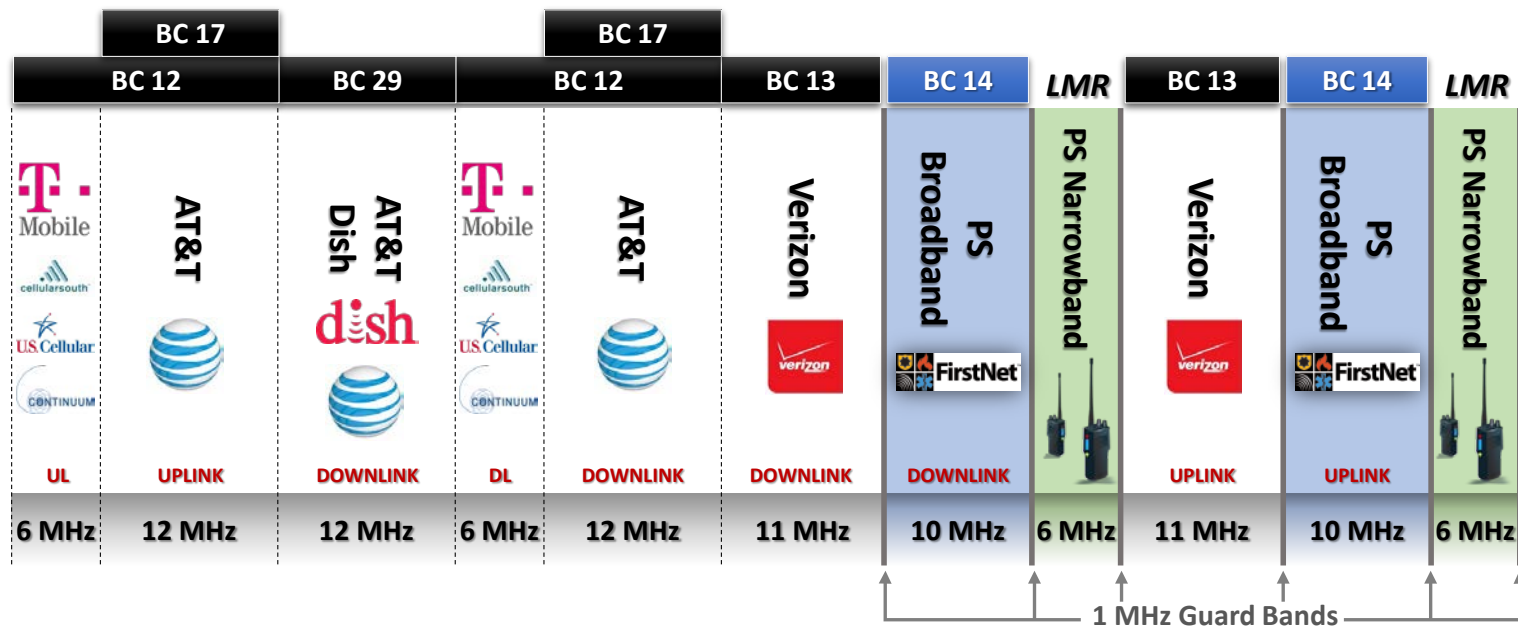
- ***The FirstNet opportunity represents one of the best opportunities to enter the U. S. market, or materially expand an existing U. S. network, with new cleared spectrum***
- The FirstNet opportunity is less capital intensive and less cash intensive than customary auction and build scenarios
- The FirstNet opportunity offers the potential for significant U. S. and international pull through benefits from public safety services delivery

FirstNet Spectrum – Band 14



20 MHz of Spectrum @ 700MHz

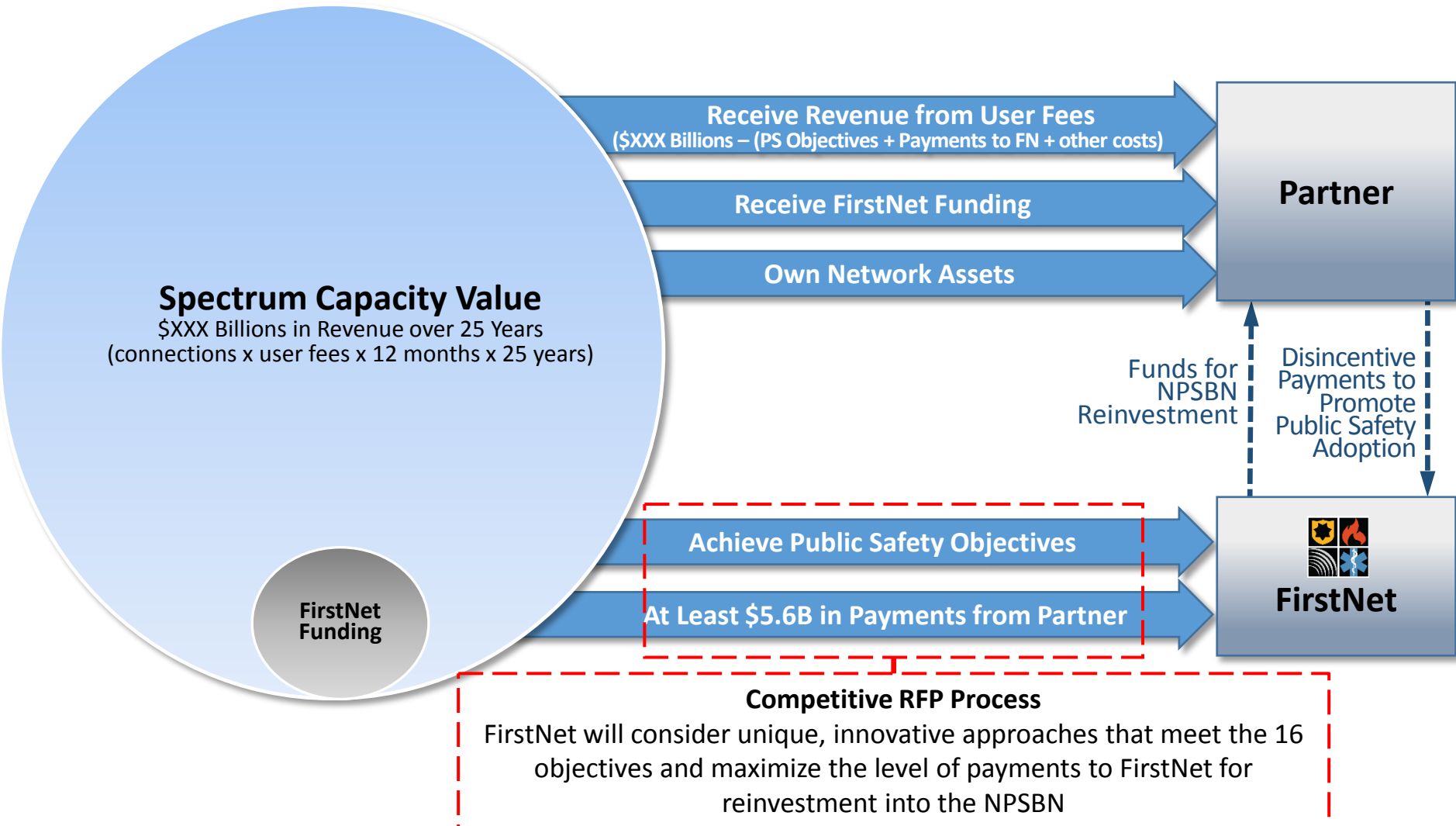
- 3GPP standardized as LTE “Band 14”
- 10 MHz Downlink + 10 MHz Uplink
- Entire 20 MHz swath plus guard bands licensed nationwide to FirstNet
- Allows higher power portable/mobile devices – benefit to rural areas
- 3GPP Standards already in place for 1.25W devices



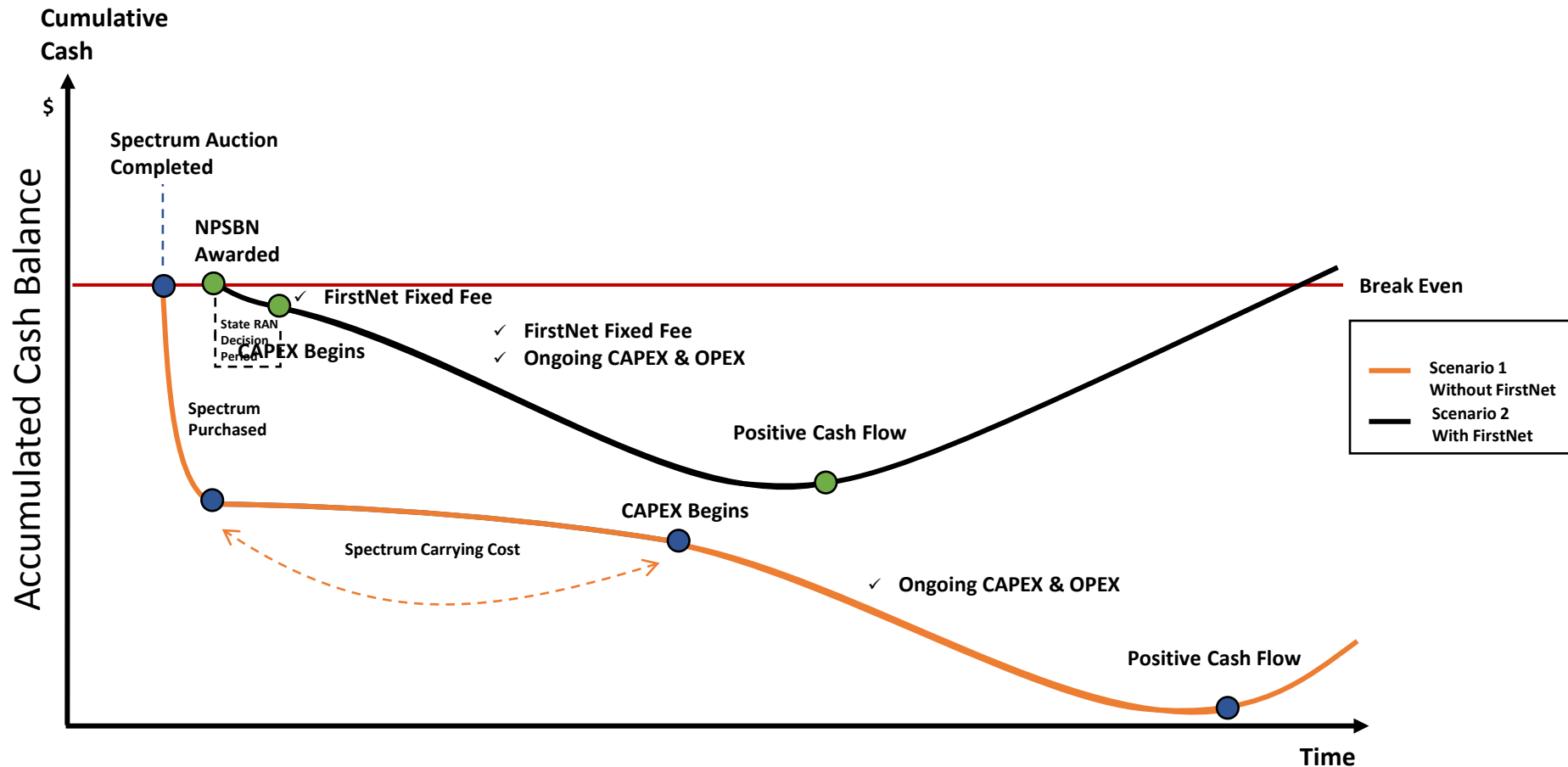
FirstNet Network Business Model



FirstNet®

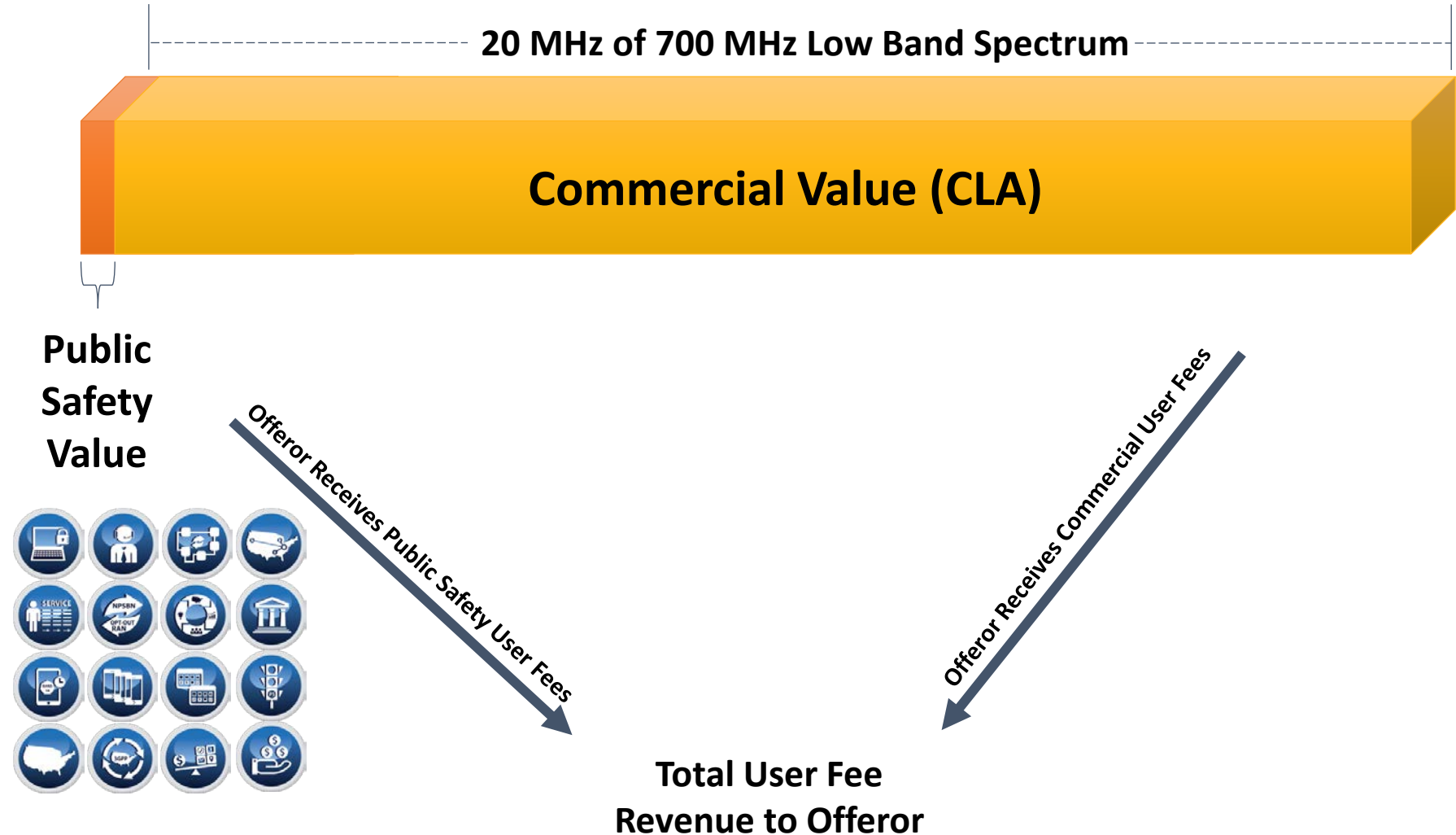


Case Study: Wireless Economics With and Without FirstNet



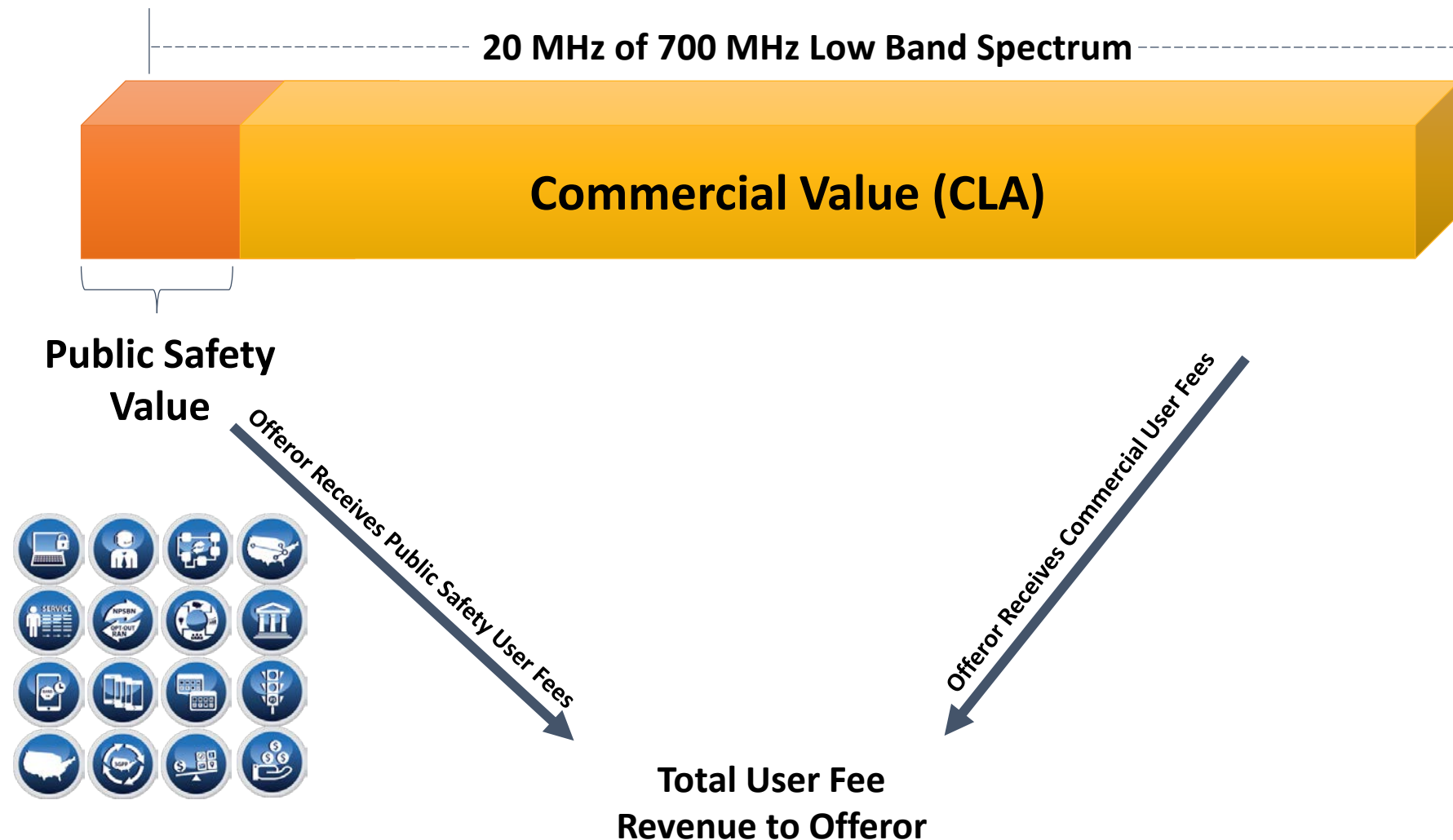
*not to scale; for illustrative purposes only

Ability to Monetize Full 20 MHz of Spectrum



*not to scale; for illustrative purposes only.

Ability to Monetize Full 20 MHz of Spectrum



*not to scale; for illustrative purposes only.

RFP Statement of Objectives



**Building,
Deployment,
Operation &
Maintenance
of the NPSBN**



**Financial
Sustainability**



**First Responder
User Adoption**



**Device
Ecosystem**



**Applications
Ecosystem**



**Accelerated
Speed to
Market**



**User Service
Availability**



**Service
Capacity**



Cyber Security



**Priority
Services**



**Integration
Of Opt-out
State RANs**



**Integration of
Existing
Commercial/
Federal/
State/Tribal/Local
Infrastructure To
Support NPSBN
Services**



**Life-cycle
Innovation**



**Program and
Business
Management**



**Customer
Care and
Marketing**



**Facilitation of
FirstNet's
Compliance
With The Act
& Other Laws**

Major Topics in RFP Q&A



Capability Statements



Timing of Payments



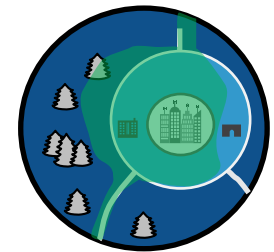
Extension Requests



Requirements vs. Objectives



Covered Leasing Agreements



Rural Considerations

Public–Private Partnership Enables FirstNet Success



A Unique Public–Private Partnership Will Achieve FirstNet's Mission

FirstNet Provides

- 20 MHz of low-band spectrum
- Billions in cash
- Relationship with public safety stakeholders
- 25-year contract ordering term (IDIQ)

Contractor Provides

- Assets, capabilities, and synergies to meet FirstNet's stated objectives:
 - Deploy, operate, and maintain the NPSBN
 - Public safety adoption and use of the NPSBN
 - Applications and device ecosystems
- Payments to FirstNet to ensure sustainability and network reinvestment

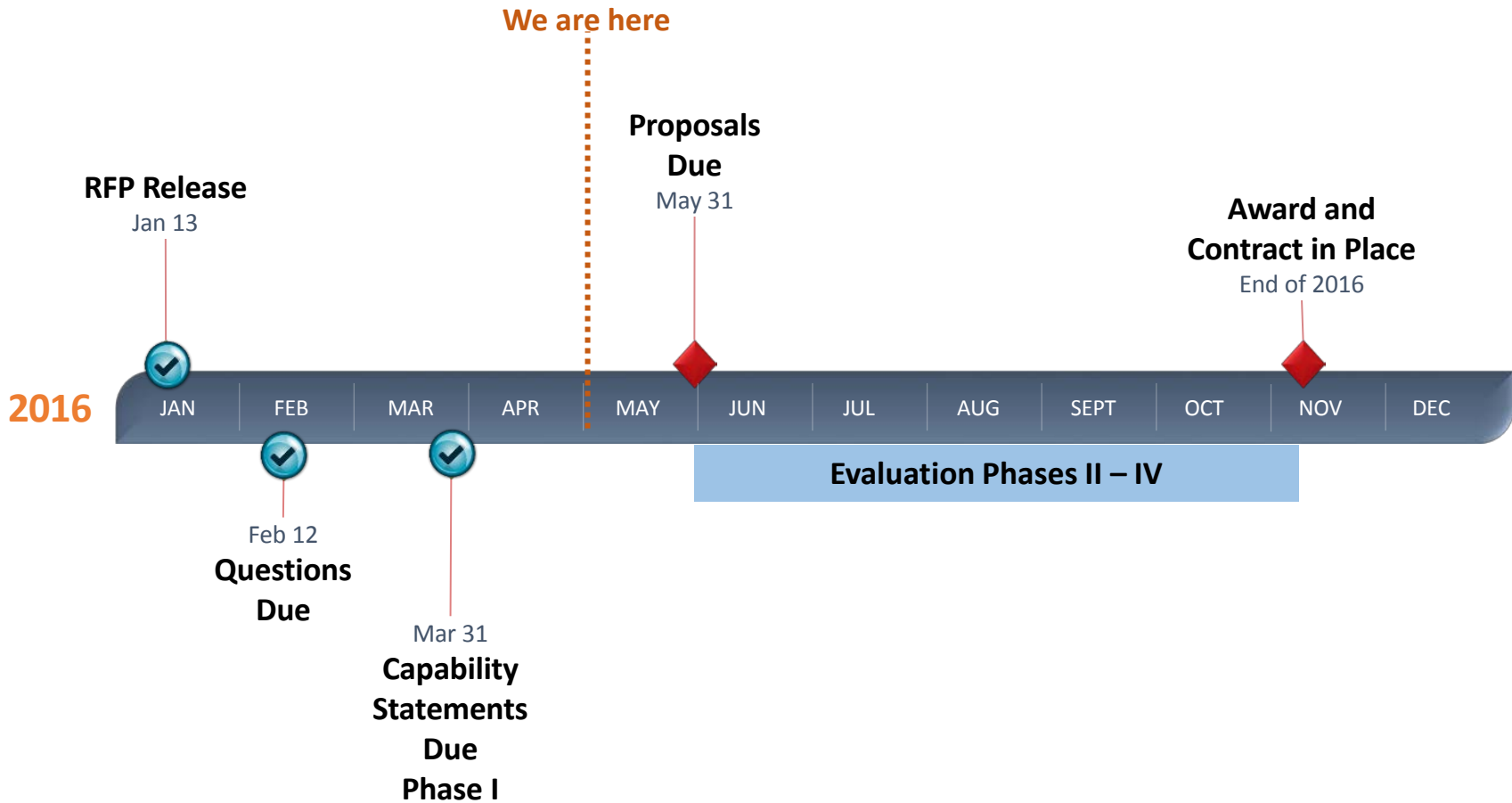
FirstNet Gets

- Nationwide public safety mission achieved with priority, preemption, and a resilient network
- Improved public safety communications capabilities that increase mission performance
- Annual payments to ensure sustainability

Contractor Gets

- Cash payments based on buildout milestones
- Rights to monetize 20 MHz of spectrum with significant revenue potential for 25 years
- Sticky market of millions of public safety users
- Domestic/global pull-through benefits

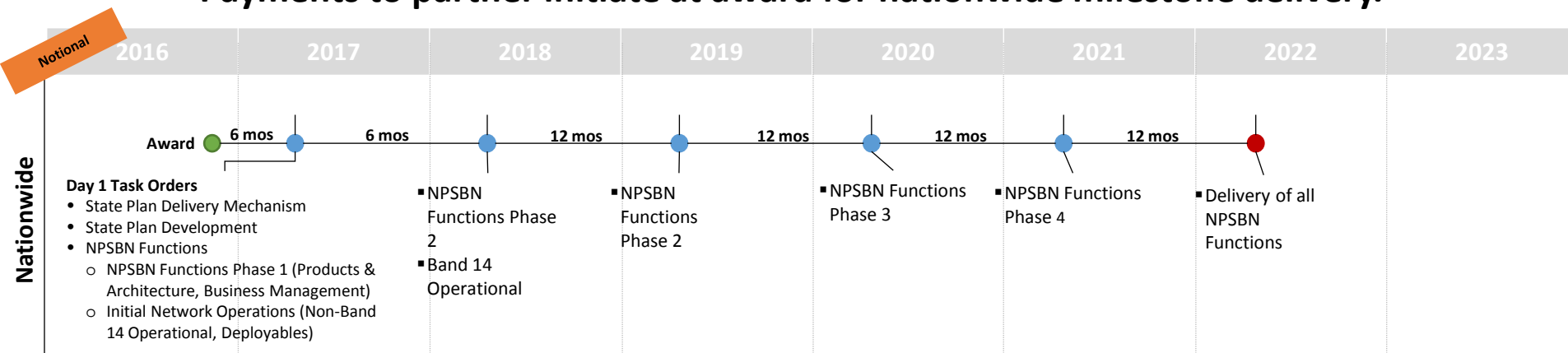
FirstNet RFP - Timeline



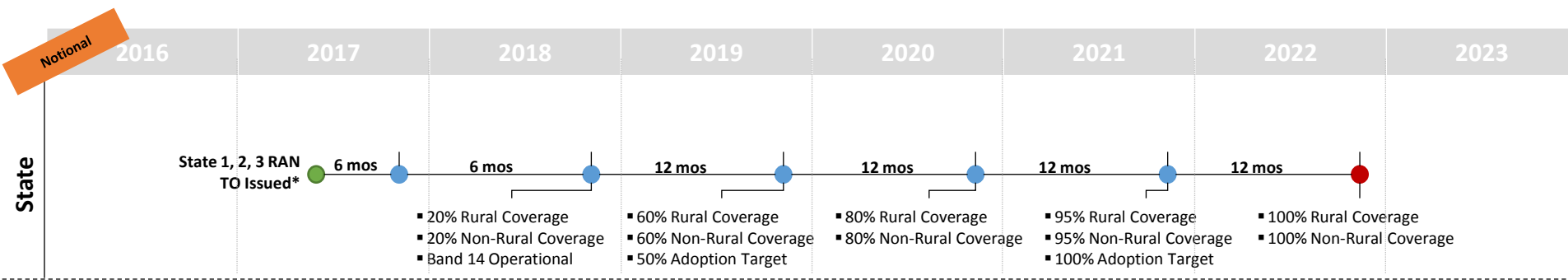
Proposed Nationwide and State Milestones



Payments to partner initiate at award for nationwide milestone delivery.



Payments to FirstNet initiate with partner's access to spectrum as state RAN is deployed.



* TO issuance is dependent on opt-out proc;
Opt-Out states may be delayed up to 2 years.



www.firstnet.gov

FirstNet[®]



Q&A